



**MENTORING CHILDREN OF PRISONERS
ANNUAL CONFERENCE FOR GRANTEEES
JUNE 22-23, 2006**

Strengthening Connections Through Partnerships

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Agenda

- The Basics of Collaborations and Partnerships
- Collaboration Models and Best Practices
- Table Discussion
- Table Exercise
- Panel Discussion
- Resource Review

What is a Partnership?

A partnership is a collaborative relationship between two or more entities to work towards shared objectives through a mutually agreed upon division of labor.

Making the Connections

A partnership helps **connect**:

- Needs to resources
- Resources to activities
- Activities to outcomes

Partnerships

Are

- Collaborative
- Worked toward shared objectives
- Mutually agreed upon divisions of labor
- Flexible and organic

Are Not

- A gift
- Based on “if/then”
- A principal/agent relationship
- Simply a team or departmental activity

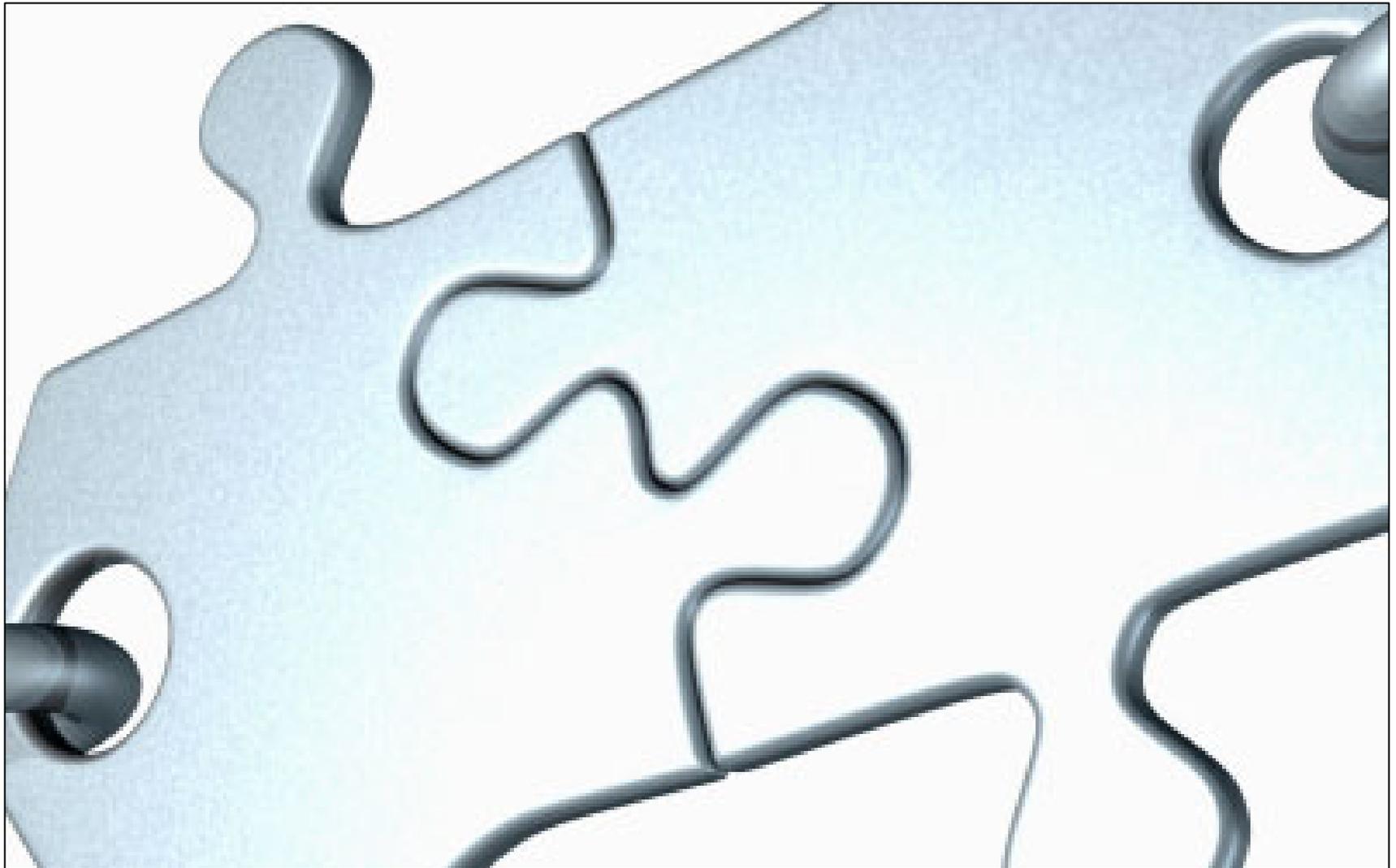
Why Form Partnerships?

BENEFITS!

Focus on the “added value” of a potential partnership.

- Ask “How can we achieve more or achieve better results through collaboration?”
- Attempt more than any single partner can accomplish alone.

Beneficial Partnerships



Types of Partnerships

Institutional Sponsorships:

- Federal
- State
- University
- Corporate
- National Nonprofit

Types of Partnerships

Partnerships among community-based non-profit service organizations:

- Capacity Partnerships
- Process Partnerships

Types of Partnerships

- Foundation Partnerships
 - Grants for program delivery
 - Grants for organizational support
- Cross-Sector Partnerships
 - Public/private ventures
 - University business incubators
 - For profit intermediaries

Types of Partnerships

- Collaboration Partnerships
- Strategic Alliances
 - Joint Programming
 - Administration Consolidation

Types of Partnerships

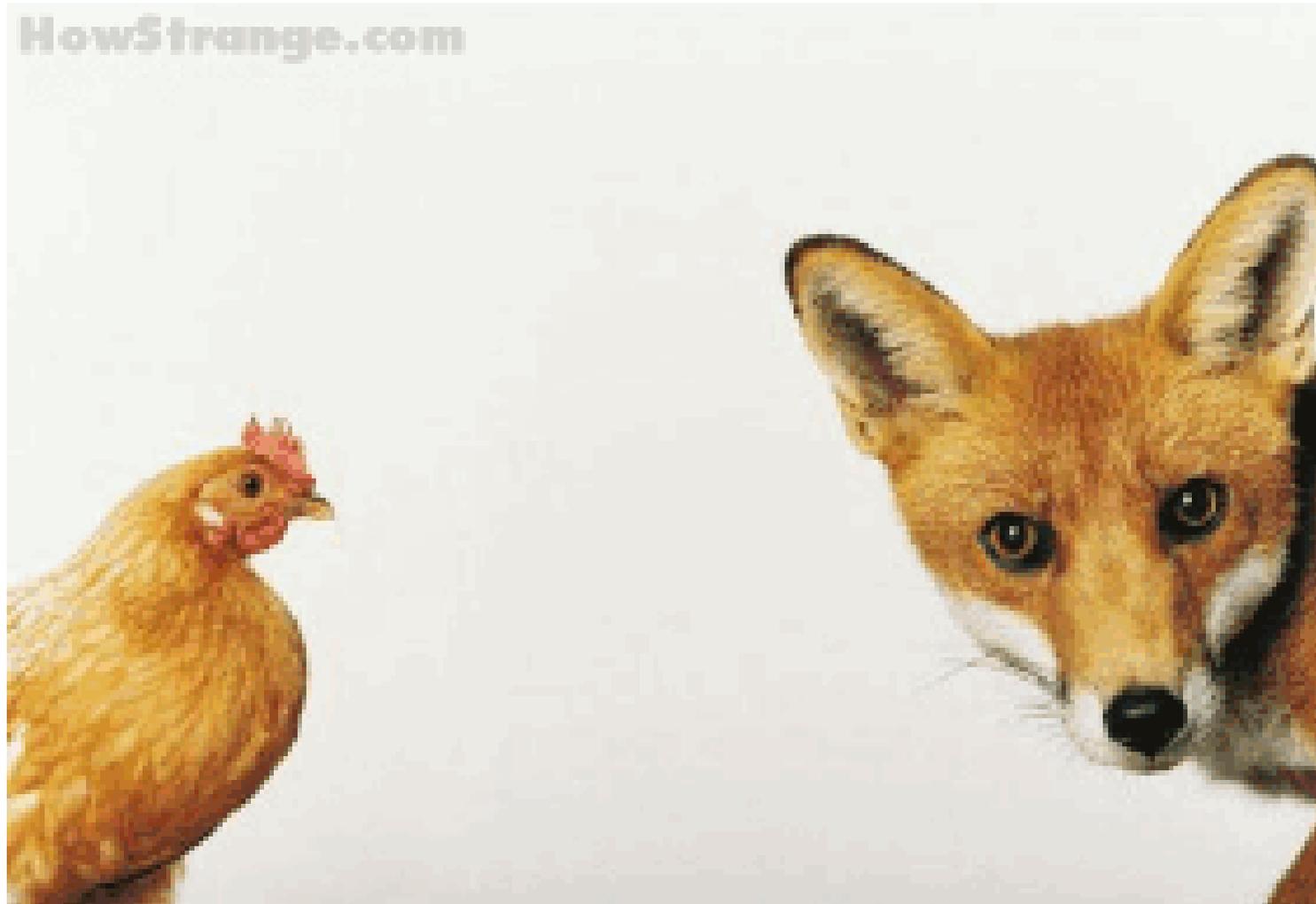
- Integration Partnerships
 - Management Service Organizations
 - Joint Ventures
 - Parent-Subsidiaries
 - Mergers
- Funding Alliances
- Cost-Sharing/Grant Matching Partnerships

Considering a Partnership?

Gauge the Compatibility

- Mission
- Compliance
- Performance

Dissimilar Missions



Noncompliance



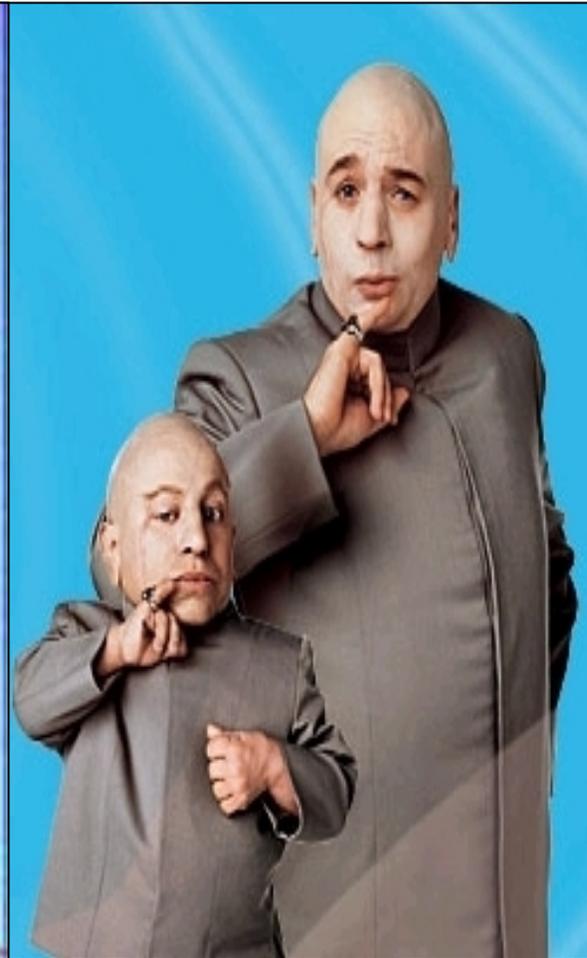
Inefficient Performance



Compatible...



Missions



Performance



Compliance

Considering a Partnership?

Specific Key Components

- Leadership
- Common Understanding
- Purpose
- Culture and Values
- Learning and Development
- Communication
- Performance Management

Specific Key Components

Leadership

- The leads must be recognized and empowered by their own organization and TRUSTED by the other organization.

Specific Key Components

Common Understanding

- Have explicit discussion about framework, culture, values beforehand.
- Be clear on roles and responsibilities of each partner.
- Formalize and revisit this agreement.

Specific Key Components

Purpose

- Gain a common vision and purpose that builds trust and openness.
- Shared goals and aims, understood and accepted by each partner, leads to **improved policies.**

Specific Key Components

Culture and Values

- Shared values means differences can be worked out.

Specific Key Components

Learning and Development

- Atmosphere of learning
- Spirit of facilitation

Already Partnered?

Five steps to Strengthening Your Connection (See handout in binder)

1. Count the cost
2. Develop the collaboration
3. Communicate joint vision & mission
4. Share resources across agencies
5. Maintain relationships

Strengthen Your Connection

STEP 1: Count the cost

- Who might be a partner?
- How do the interests of each partner fit the collaboration?
- Decide what will be exchanged – information, money, physical assets, program expertise, personnel
- What is your level of commitment?
- What is the “value” we create?

Strengthen Your Connection

STEP 2: Develop the collaboration

- Both process and outcomes matter
- Relationships first, content second
- Create a governance structure
 - Lead agency, new nonprofit, consortium
 - A large governing group builds trust
 - Define all roles in writing
 - Put the structure in jargon free, accessible writing

Strengthen Your Connection

STEP 3: Communicate joint vision & mission

- Agree on our shared vision, mission and values
- Articulate the “value” we bring through this collaboration
- Agree on and rehearse a unified statement and illustrations
- How will the collaboration answer the community’s questions?

Defining Shared Vision

- Vision:
 - What we see together
 - A vivid description of a preferred future
 - A problem gone, a situation changed
 - Often one or two sentences

Defining Shared Mission

- Mission:
 - What we do in response to our vision
 - Our unique contribution to solving a problem
 - The direction we agree to head
 - Wording should consider the collaboration's clients and public image, and infer a priority given for certain services or products

Determining Shared Values

- Values:
 - The core priorities in the collaboration's culture, including what drives members' priorities
 - How we do our work together
 - Faith-based may include their faith distinctives
 - Four to six core values from which the collaboration would like to operate
 - Does the statement successfully separate and differentiate our collaboration from competitors?

Strengthen your Connection

STEP 4: Share resources across agencies

- Define which resources will and won't be shared
- Create ways for partners to learn about those they serve

Strengthen Your Connection

STEP 5: Maintain relationships

- Develop a clear understanding of the activities and services of the partners
- Be hard on the problems, soft on the people
- Accountability = strong collaboration
- Review the process and the progress at least quarterly

Table Discussion

- Are you now part of a collaboration, strategic alliance or partnership with another non-profit? With a for-profit?

Table Discussion

- Are you planning to be part of a collaboration in the near future? If so, with whom?

Table Discussion

- What is/was your greatest concern when considering a collaboration with another organization?

Table Discussion

- Using the index cards provided, develop 3 more questions that will be posed to our Peer Panel for discussion.

Table Exercise

- Each table will develop a human services project.
- Each person must contribute at least one resource or function to the project based on the attributes of their real organization.
- Use the flip chart and markers provided to document the name, mission, and component of your project.
- Choose a spokesperson to report to the entire group.

Table Exercise

- Spokespersons report on the new collaborations created at your table
 - Mission/purpose of the project
 - Member organizations and roles
 - Describe the process of hammering out the collaboration



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Peer Panel

**Strengthening Connections
Through Partnerships**

Panelists

- Angela Brown
Big Brothers Big Sisters of Kentuckiana
- Judith Clark
Hawaii Youth Services Network
- Cynthia Timmons
The University of Oklahoma

Q & A

and

Panel Discussion

Real World Considerations

- Where will we meet?
- Who will attend?
- How often must we meet and for how long?
- Who will determine and build the agenda?
- Will the chair rotate?
- Who will distribute materials and take minutes?
- Will tasks go to subcommittees?
- What meeting format serves the partners?
- How will we decide things – group consensus?
Majority rule?
- When and how will we evaluate outcomes?

Resource Review

- Real World Considerations
- Bibliography
- Web sites
- Case Study Articles
- Sample MOA/MOU